

Message Text

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PAGE 01 WARSAW 08651 041009Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 040849Z DEC 76
FM AMEMBASSY WARSAW
TO USDOC WASHDC
INFO SECSTATE WASHDC 5365
AMCONSUL POZNAN UNN

UNCLAS WARSAW 8651

COMMERCE PASS BEWT/TPD

E.O. 11652: N/A
TAGS: BEXP PL
SUBJ: POZNAN FAIR 1977

REF: STATE 275381

1. THE EMBASSY HAS UNDERTAKEN THE RECRUITMENT OF PARTICIPANTS IN THE U.S. PAVILION AT THE 1977 POZNAN FAIR. SOLICITATION LETTERS TO PROSPECTIVE PARTICIPANTS, SIGNED BY THE AMBASSADOR, WERE MAILED NOVEMBER 19. THREE COPIES WERE SENT TO TPD.
2. ALTHOUGH SPACE IN OUR PAVILION WILL PROBABLY BE GREATLY OVER-SUBSCRIBED, WE SEE NO POSSIBILITY OF ACQUIRING ADDITIONAL SPACE. THE FAIR AUTHORITIES HAVE TOLD US THAT RENTAL OF A SECOND PAVILION THIS YEAR IS OUT OF THE QUESTION. USE OF A DOME NEAR OUR PAVILION WILL ALSO NOT BE POSSIBLE SINCE THE SCHEDULED OPENING OF A NEW POLISH PAVILION BEHIND OURS WILL REDUCE THE OUTDOOR SPACE AVAILABLE AROUND OUR PAVILION.
3. THE EMBASSY IS PLEASED WITH USDOC'S CHOICE OF DON SLIWICKI AS DUSEX. HOWEVER, WE BELIEVE KENT WIEDEMANN OF OUR CONSULATE IN POZNAN SHOULD BE NAMED DNA RATHER THAN EITHER NICHOLS OR BUTCHER. WIEDEMANN HAS STRONG ECONOMIC/COMMERCIAL TALENTS AND HAS BEEN CLOSELY ASSOCIATED WITH THE PAST TWO POZNAN FAIRS. CONSUL FLOOD AND CONSULATE OFFICER MCGLINCHY WILL ALSO PLAY SUPPORTIVE ROLES AT THE FAIR AND WILL BE ABLE TO SUPPLY CONTINUITY NEXT YEAR.

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PAGE 02 WARSAW 08651 041009Z

4. SINCE ALLOCATING THE LIMITED SPACE IN OUR PAVILION WILL BE A VERY DELICATE PROBLEM, WE WOULD RATHER HAVE PARTICIPANTS' CHECKS MAILED DIRECTLY TO THE TDC. WE CANNOT DEFINITELY ALLOCATE SPACE ON THE BASIS OF A PARTICIPATION AGREEMENT (PA) ONLY, BUT MUST HAVE THE CHECK AS WELL. WE HOPE PROBLEMS OF DELAYED CREDITING WHICH OCCURRED IN PREVIOUS YEARS WILL BE AVOIDED NEXT YEAR BY SENDING CHECKS DIRECTLY TO COMMERCE (TPD/JERSCHKOWSKI) RATHER THAN BY WAY OF TREASURY.

5. PLEASE FORWARD ASAP 120 EACH OF THE FOLLOWING: A) KIT COVERS. B) "CONDITIONS OF PARTICIPATION" FORMS, AND C) MARKETING DATA FORMS.

6. SIGNED PA'S FOR POZNAN 76 HAVE BEEN SENT TO TPD AS REQUESTED.

7. A DRAFT PAPER ON THE AIR-CONDITIONING AND EXPANSION OF PAVILION 19 WILL BE FORWARDED TO OEWD/TPD BY DECEMBER 15. WE URGE THAT FINAL NEGOTIATION OF THE CONTRACT FOR EXPANSION OF PAVILION 19 BEGIN AS SOON AS POSSIBLE AND NOT BE DELAYED UNTIL THE COMMERCE DESIGN-MANAGEMENT TEAM IS PRESENT FOR POZNAN 77. NEGOTIATIONS AND CONSTRUCTION ARE VERY SLOW PROCESSES IN POLAND, AND IF WE ARE TO ENSURE THAT THE MEZANINE IS IN PLACE IN GOOD TIME FOR THE 1978 FAIR, WE SHOULD BEGIN THE PROCESS AS SOON AS POSSIBLE.
DAVIES

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NNN

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